

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Ed & Dons of Hawaii

#### Hawaii HTDC- MEP

#### Ed & Don's of Hawaii, Inc.

##### Client Profile:

Ed & Don's of Hawaii, Inc., a candy manufacturer since 1956, is located in Honolulu, Hawaii. The company employs less than 30 people and was purchased by Oritz Company of San Francisco in 1985. The bulk of Ed & Don's business provides chocolate-covered macadamia nuts to support the visitor industry in Hawaii. The finished goods are shipped in containers to Japan for visitors returning home, as gifts for friends, family, and co-workers.

##### Situation:

Ed & Don's expertise lies in the manufacturing of chocolates so when an opportunity arose to provide cookies as well, the company turned to the Hawaii MEP (Hawaii HTDC- MEP), a NIST MEP network affiliate, for assistance.

##### Solution:

Hawaii MEP worked to develop a macadamia nut cookie formulation to meet the specifications required by the Japanese client (ingredient regulations are different from the U.S.). The short time schedule (two weeks) necessitated the formula and production methods utilize existing equipment. An acceptable product was made for both Ed & Don's and its client in terms of quality and cost.

##### Results:

- \* Developed a new product to meet specifications of client.
- \* Anticipated increase in sales with addition of new product.

##### Testimonial:

"We could not have done this without the immediate assistance of Hawaii MEP. Their knowledge of product development, regulations, and manufacturing made it possible for us to respond to our client in a timely manner."

Earl Kurisu, General Manager